



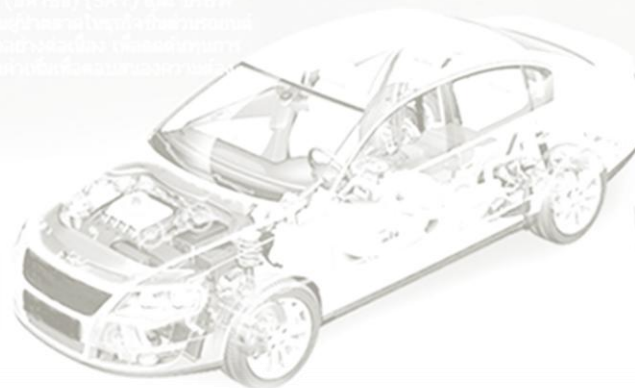
Somboon Advance Technology PCL

Opportunity Day 2017Q2

September 12, 2017

เราตระหนักถึงความรับผิดชอบต่อสังคมและสิ่งแวดล้อมของเรา

บริษัท โซมบูน เทคโนโลยี จำกัด (มหาชน) (SAT) ดำเนินธุรกิจการผลิตและจำหน่ายรถยนต์นั่งส่วนบุคคล รถบรรทุก รถจักรยานยนต์ และรถแทรกเตอร์ ภายใต้แบรนด์ต่างๆ





SOMBOON GROUP

Company Overview

Automotive Industry Overview

Tractor Industry Overview

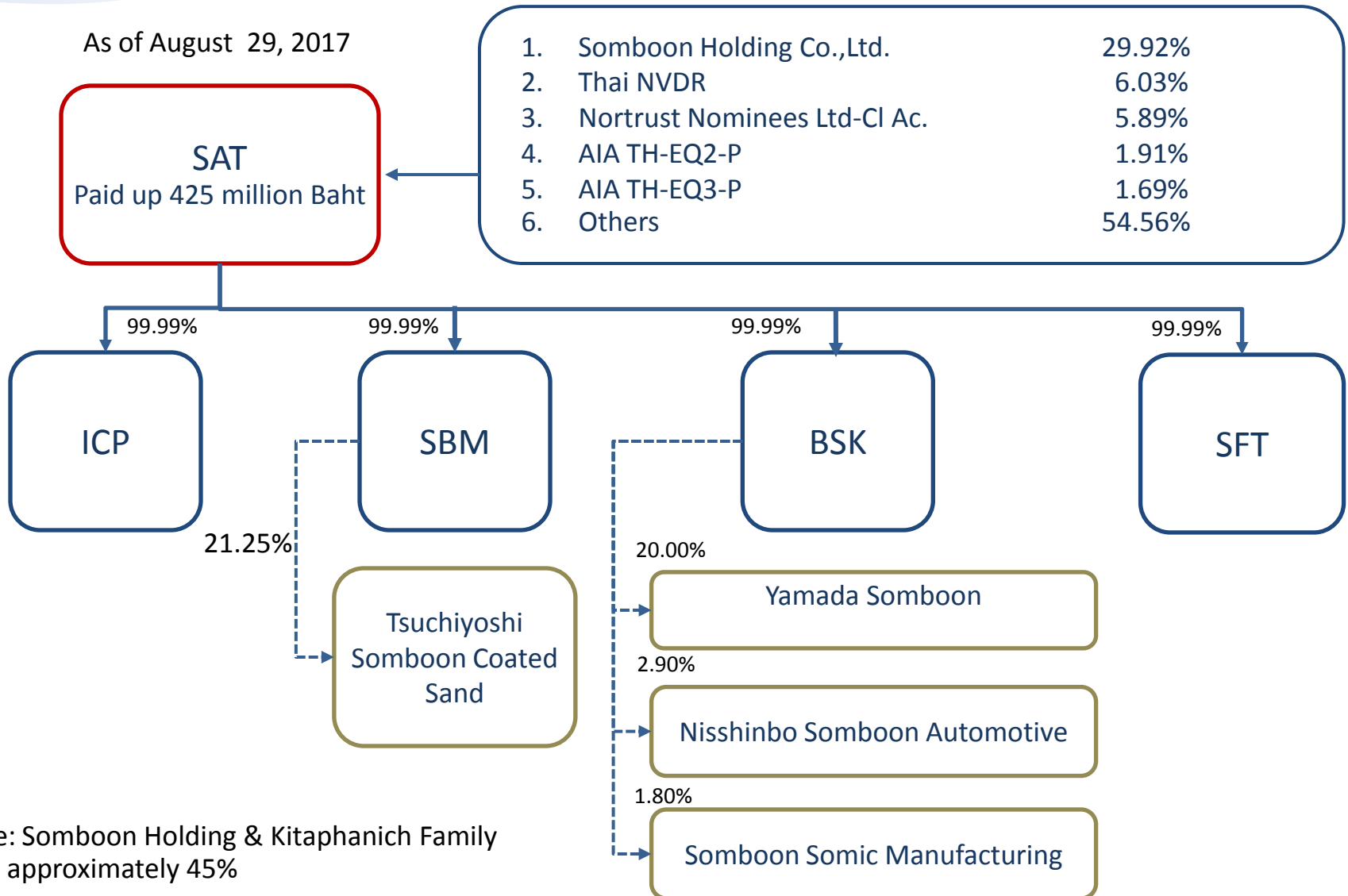
Sale Performance

Financial Highlights

Q&A

Company Overview

As of August 29, 2017



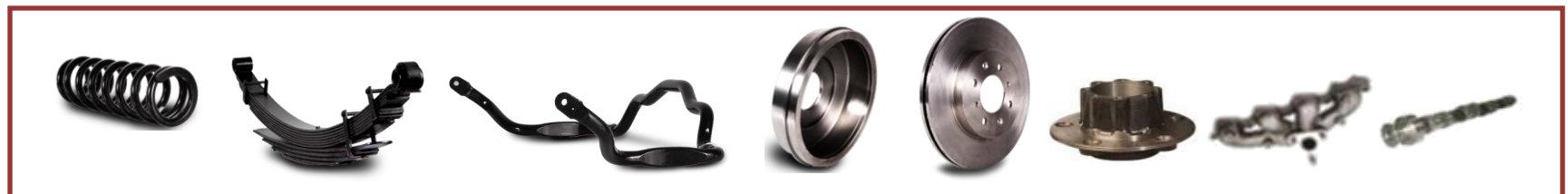
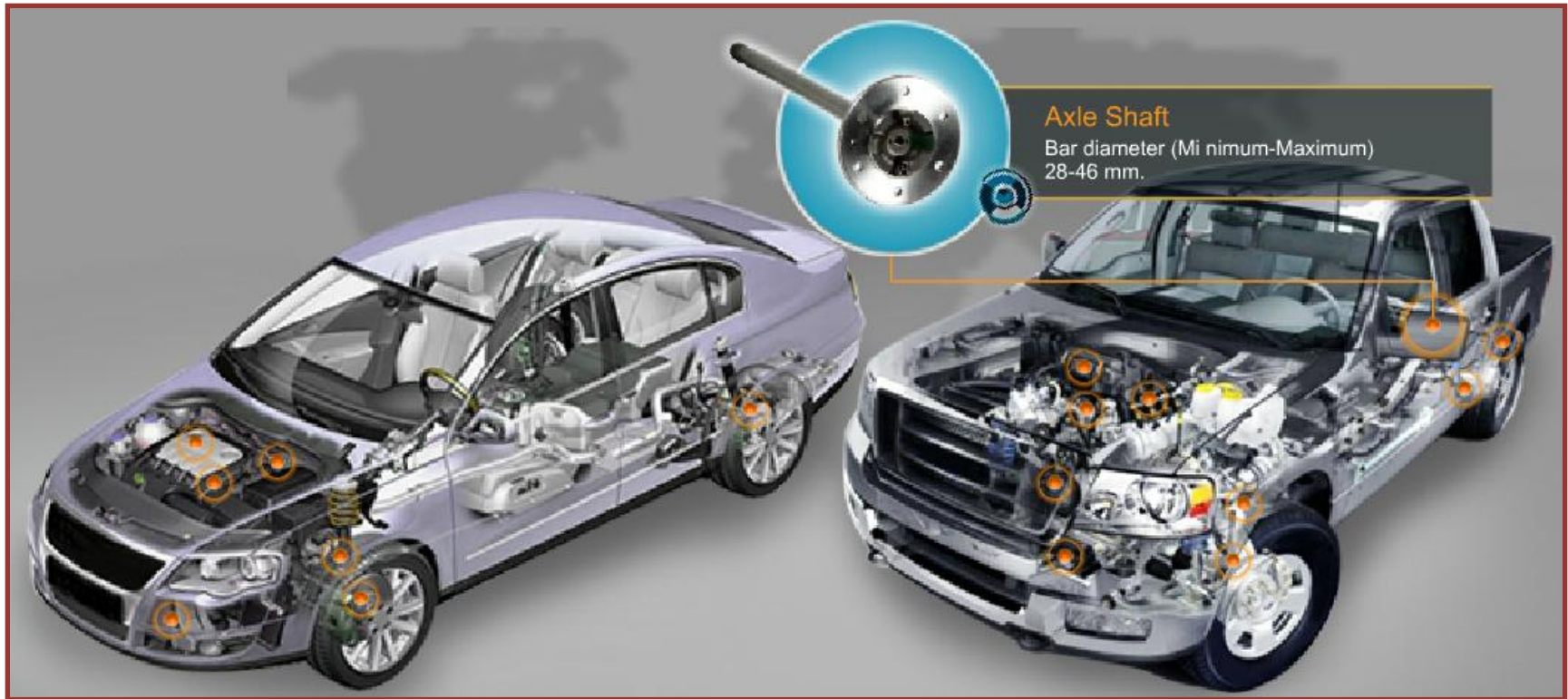
Note: Somboon Holding & Kitaphanich Family own approximately 45%

Company Overview



- **SAT:** Forging with Machining: Axle shaft products
- **BSK:** Bending & Coiling: Spring products
- **ICP/SBM:** Iron casting and machining products
 - Automotive-part products
 - Agricultural Machinery-part products
- **SFT:** Forging with Machining: General products

Automotive Parts



Agricultural Machinery Parts

Tractor



Combine





SOMBOON GROUP

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Automotive Industry Overview

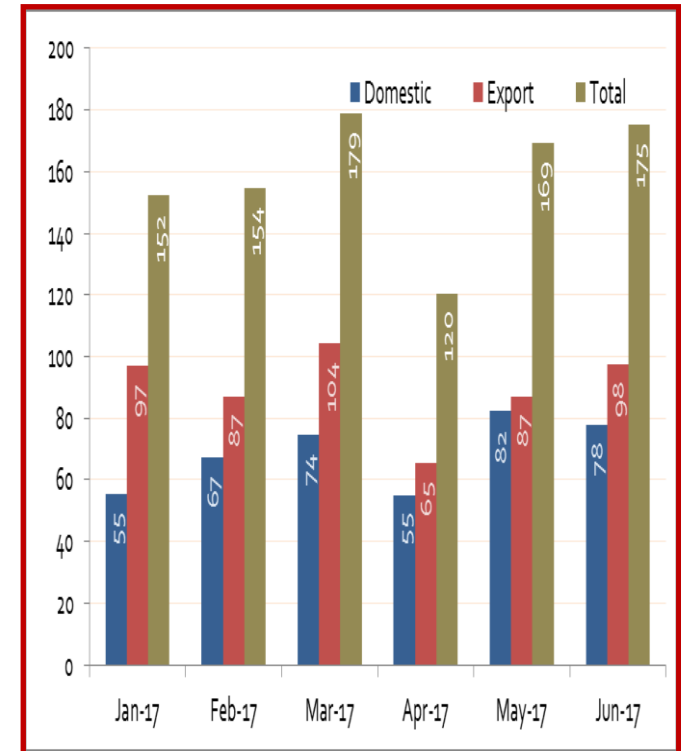
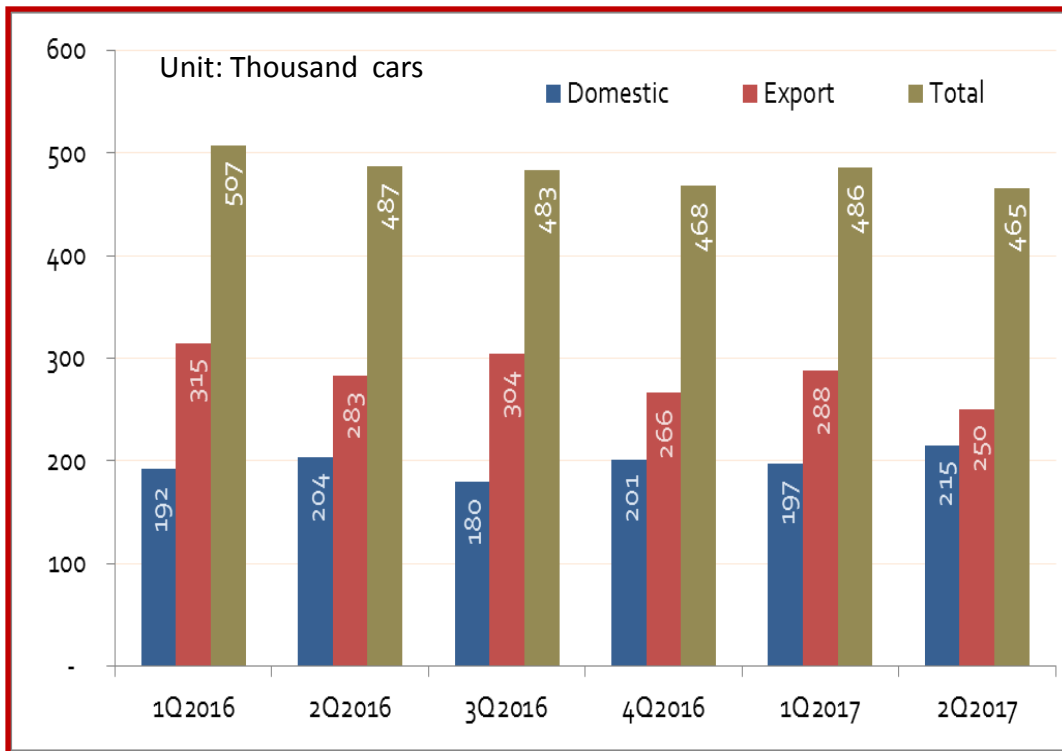
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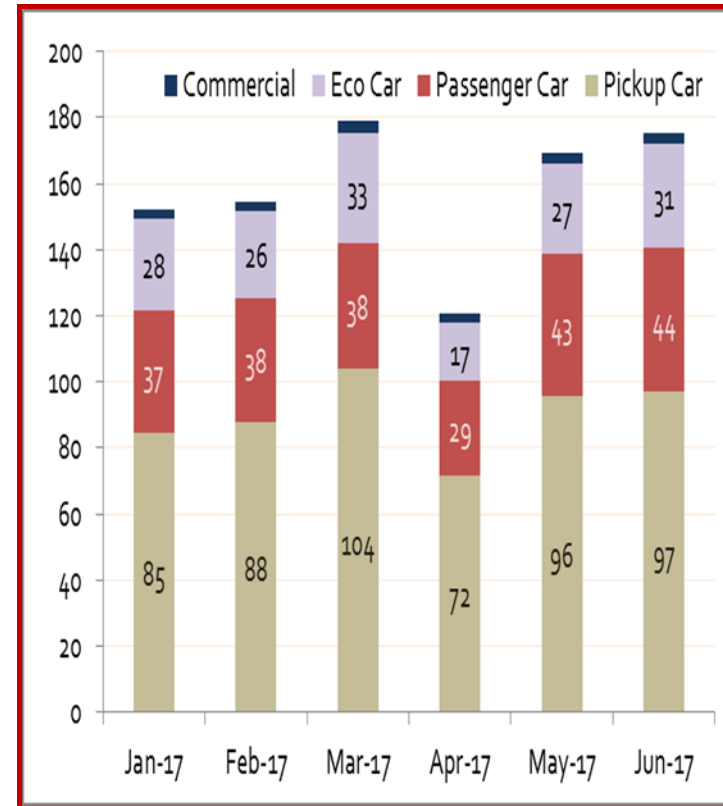
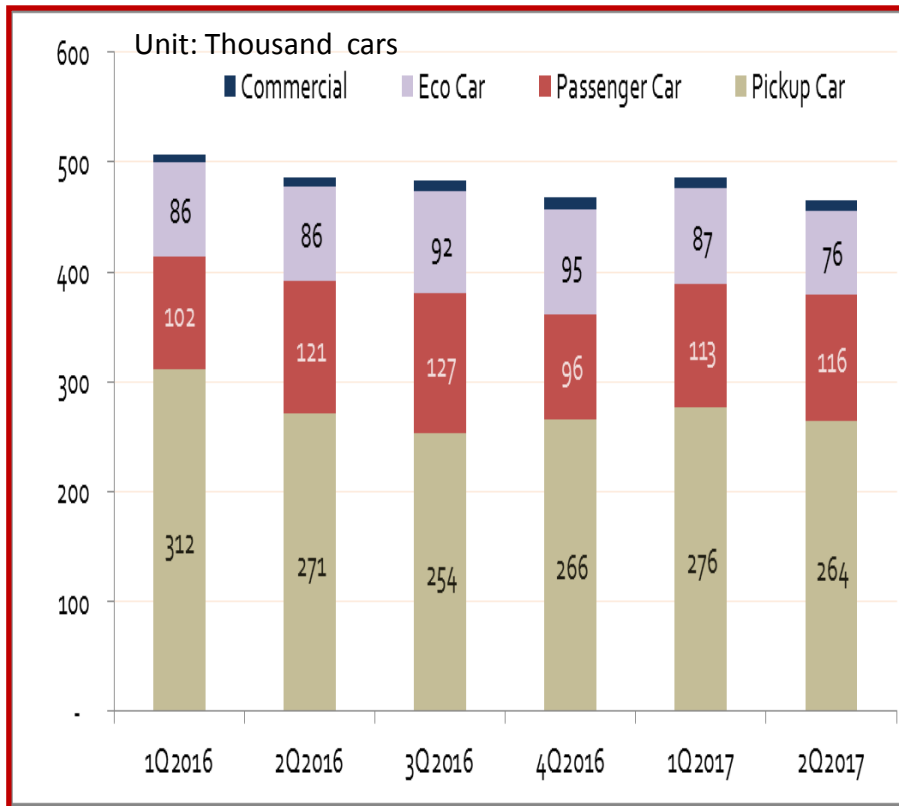
Car Production 2Q2017



Source: Thai Automotive Industry Association

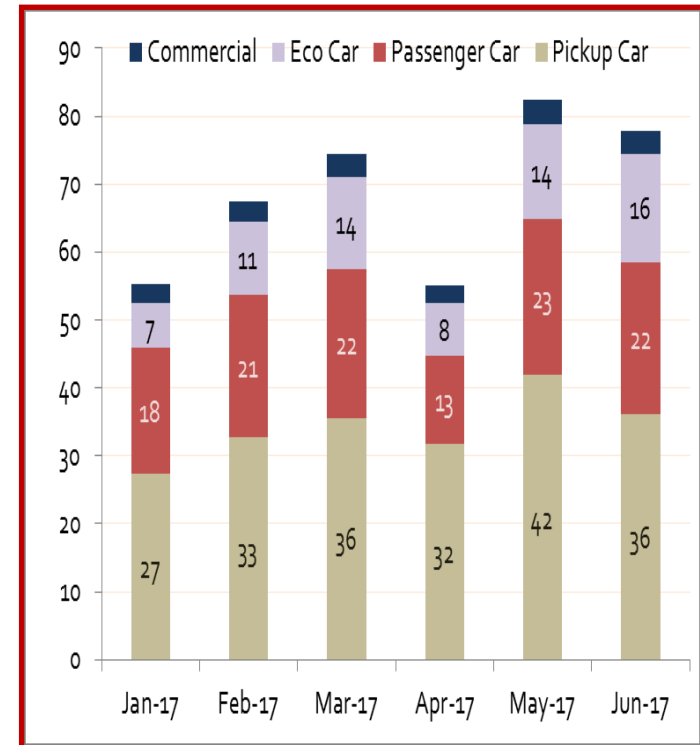
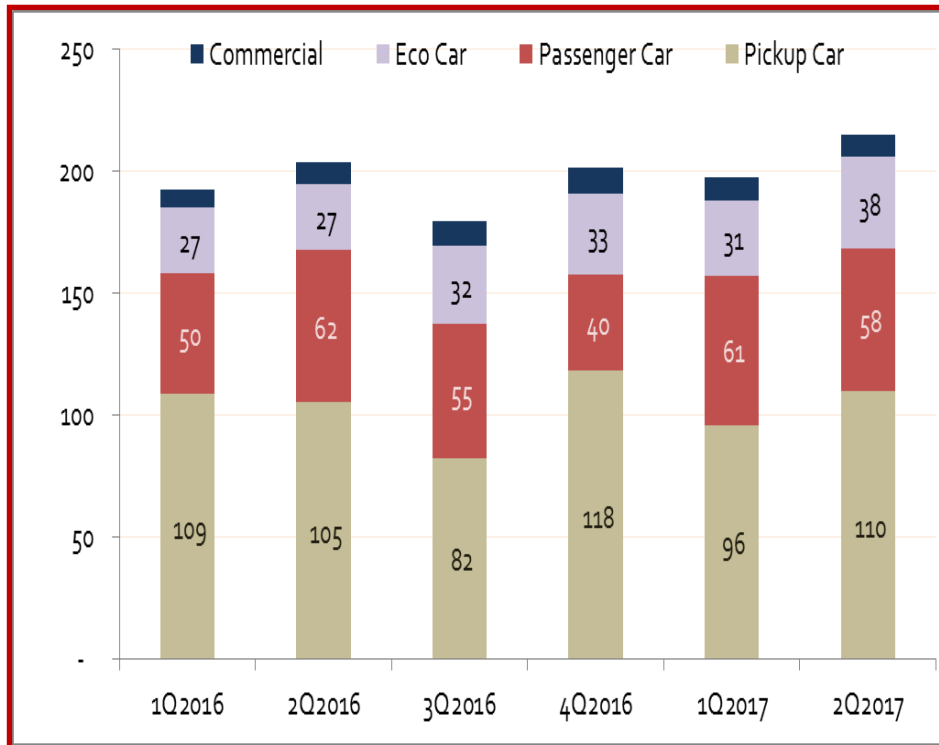
- QoQ: Car production declined -4% as export decreased -13%, but domestic increased +9%
- YoY : Car production declined -4% as export decreased -12%, but domestic increased +6%
- 1H17: Car production declined -4% as export decreased -10%, but domestic increased +4%

Car Production: by type



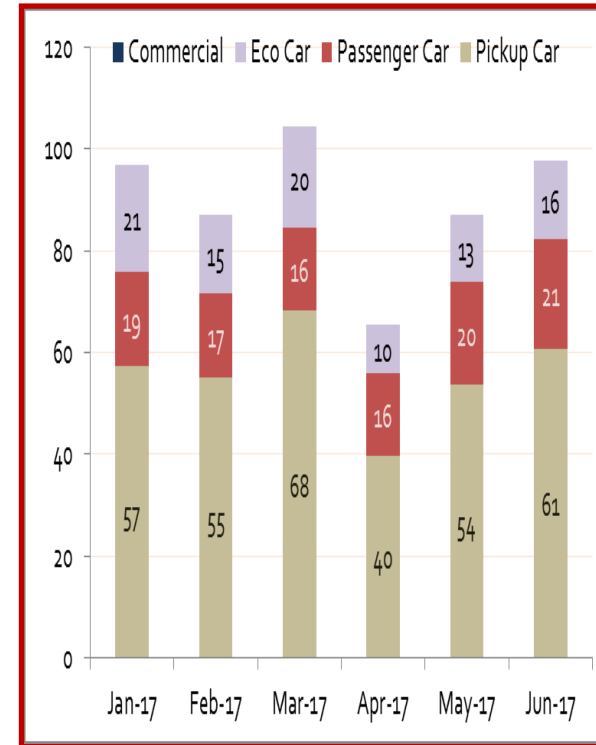
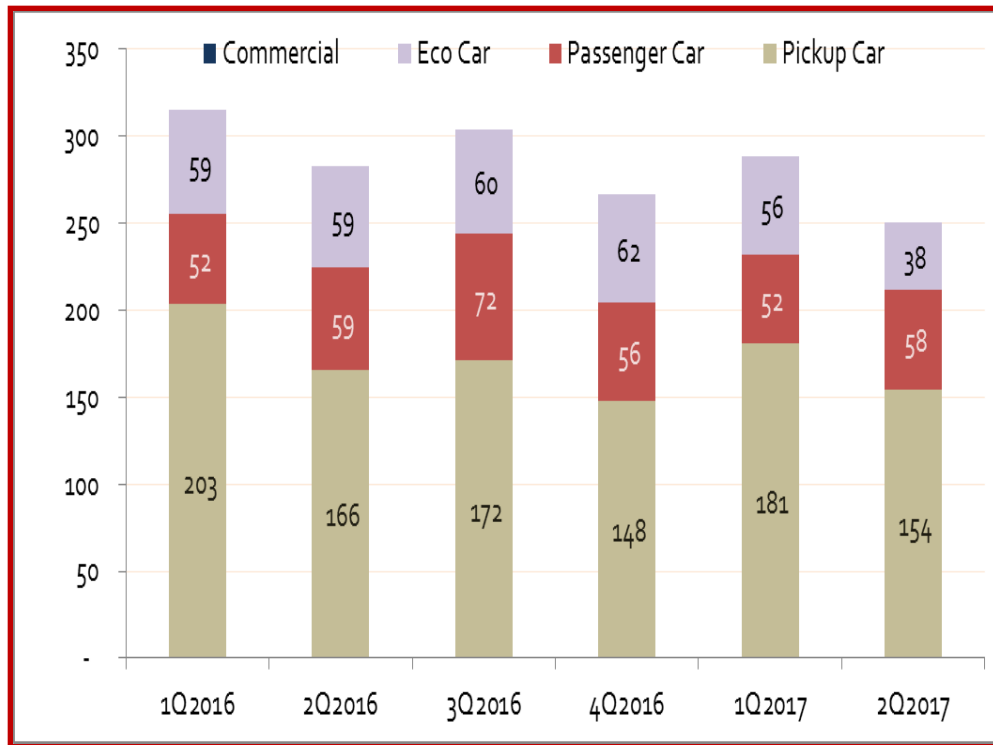
- QoQ (-4%) : Changes in Pick up, Passenger and Eco car are -4%, +3% and -13%
- YoY (-4%) : Changes in Pickup, Passenger and Eco car are -3%, -4% and -12%
- 1H17 (-4%) : Changes in Pickup, Passenger and Eco car are -7%, +3% and -5%

Car Production: Domestic



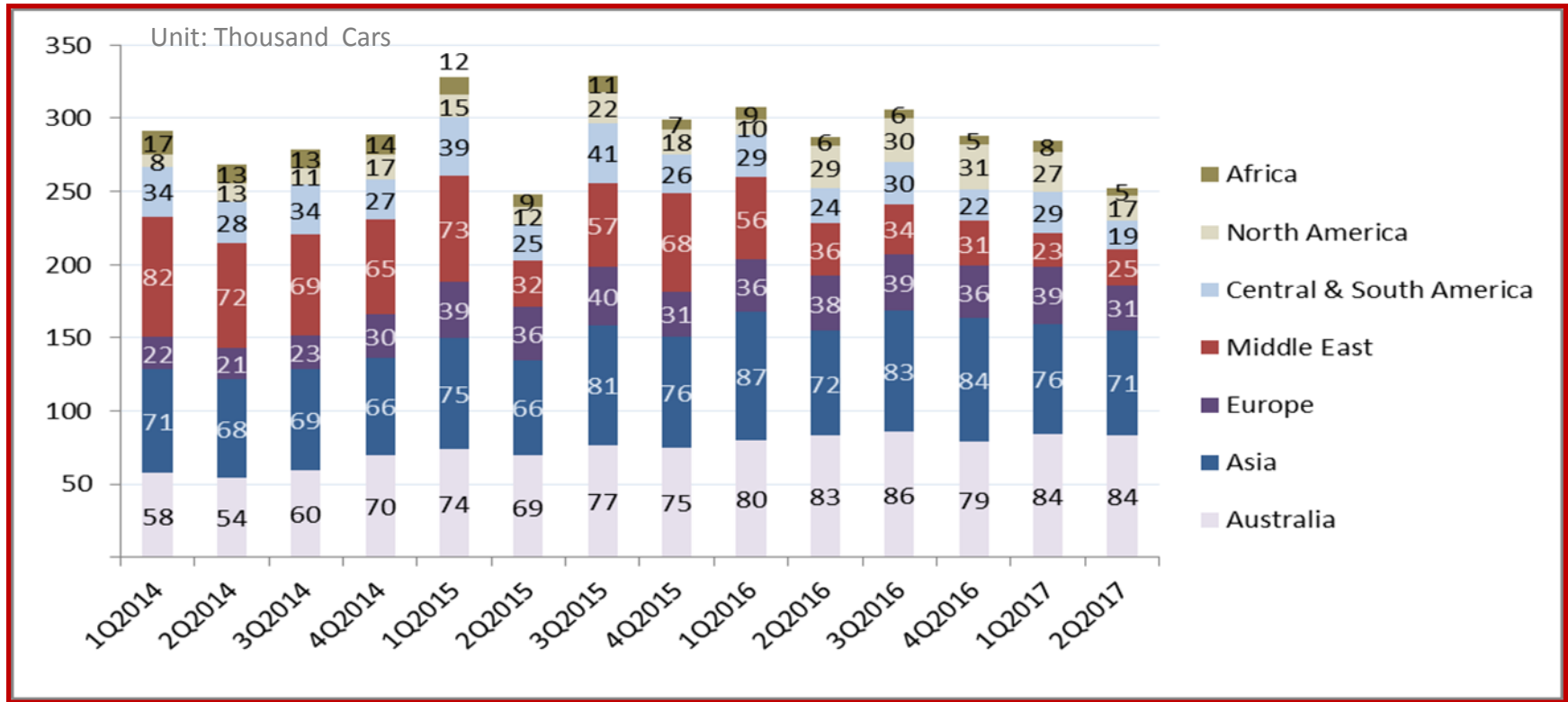
- QoQ (+9%) : Changes in Pickup , Passenger and Eco car are +15%, -5% and +22%
- YoY (+6%) : Changes in Pickup, Passenger and Eco car are +4%, -6% and +38%
- 1H17 (+4%) : Changes in Pickup, Passenger and Eco car are -4%, +7% and +26%

Car Production: Export



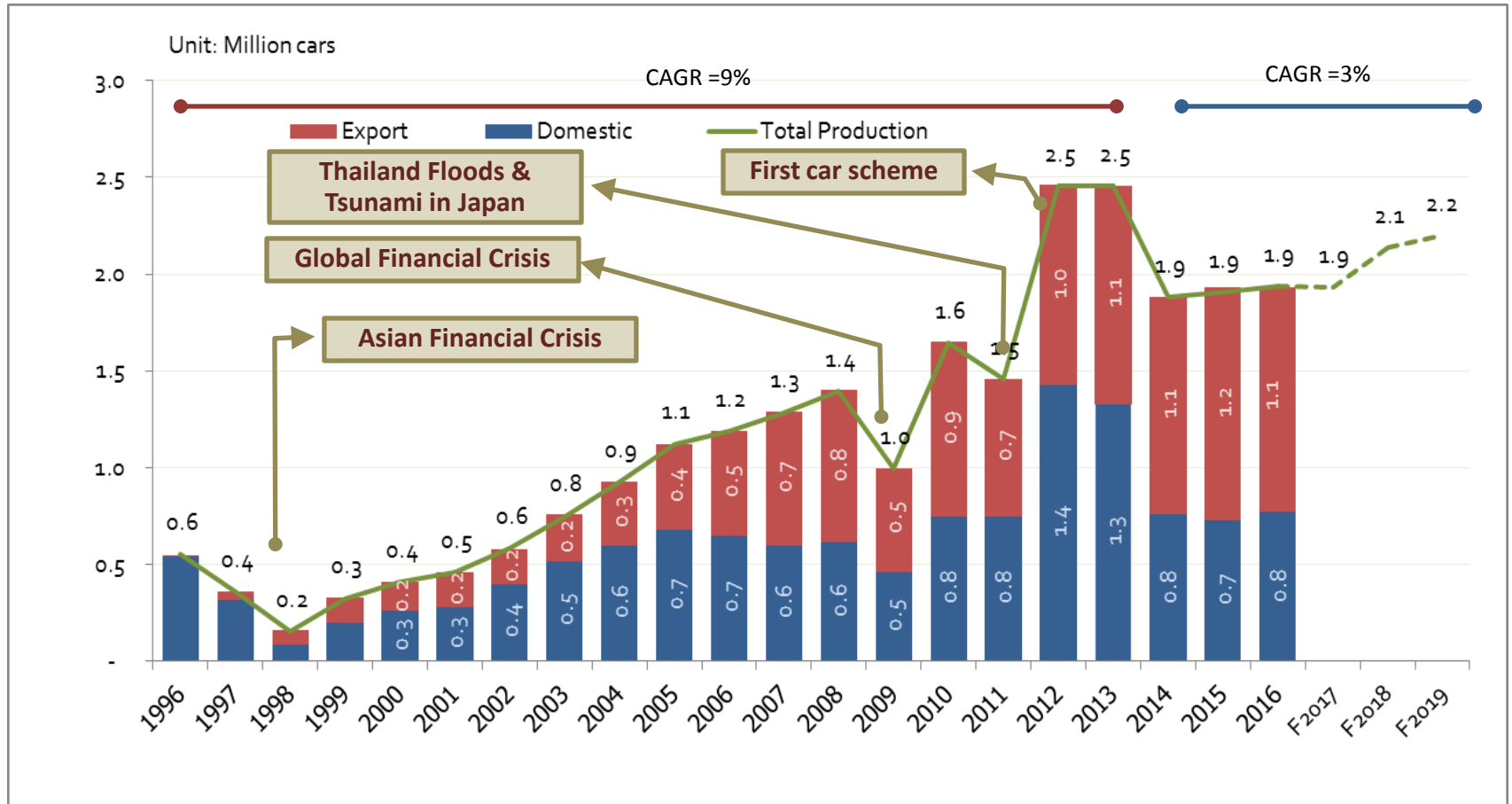
- QoQ (-13%) : Changes in Pickup, Passenger and Eco car are -15%, +12% and -32%
- YoY (-12%) : Changes in Pickup , Passenger and Eco car are -7%, -2% and -35%
- 1H17 (-10%) : Changes in Pickup , Passenger and Eco car are -9%, -1% and -20%

Export Destinations



- 2Q2017 (QoQ) : Car export declined -11% (Africa , N. America)
- 2Q2017 (YoY) : Car export declined -12% (N. America , Middle East)
- 1H17 : Car export declined -10% (YoY)
- Top 3 exported region are Australia, Asia and Europe

Thailand automotive outlook



Source: Thai Automotive Industry Association: Actual 1996-2016, SBG: Forecast 2017-2019



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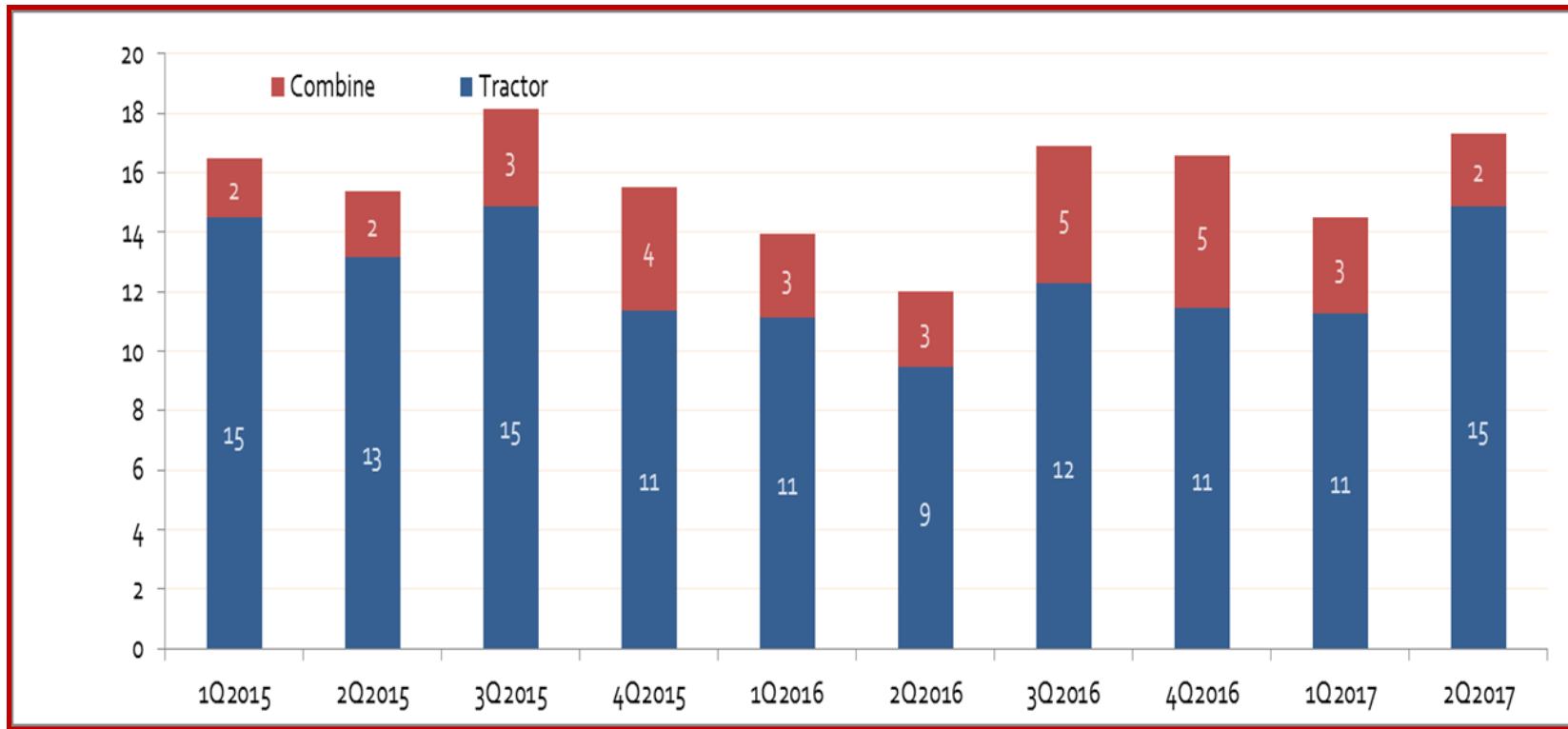
Sale Performance

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Q&A

Tractor production by Quarter

Unit: in Thousand

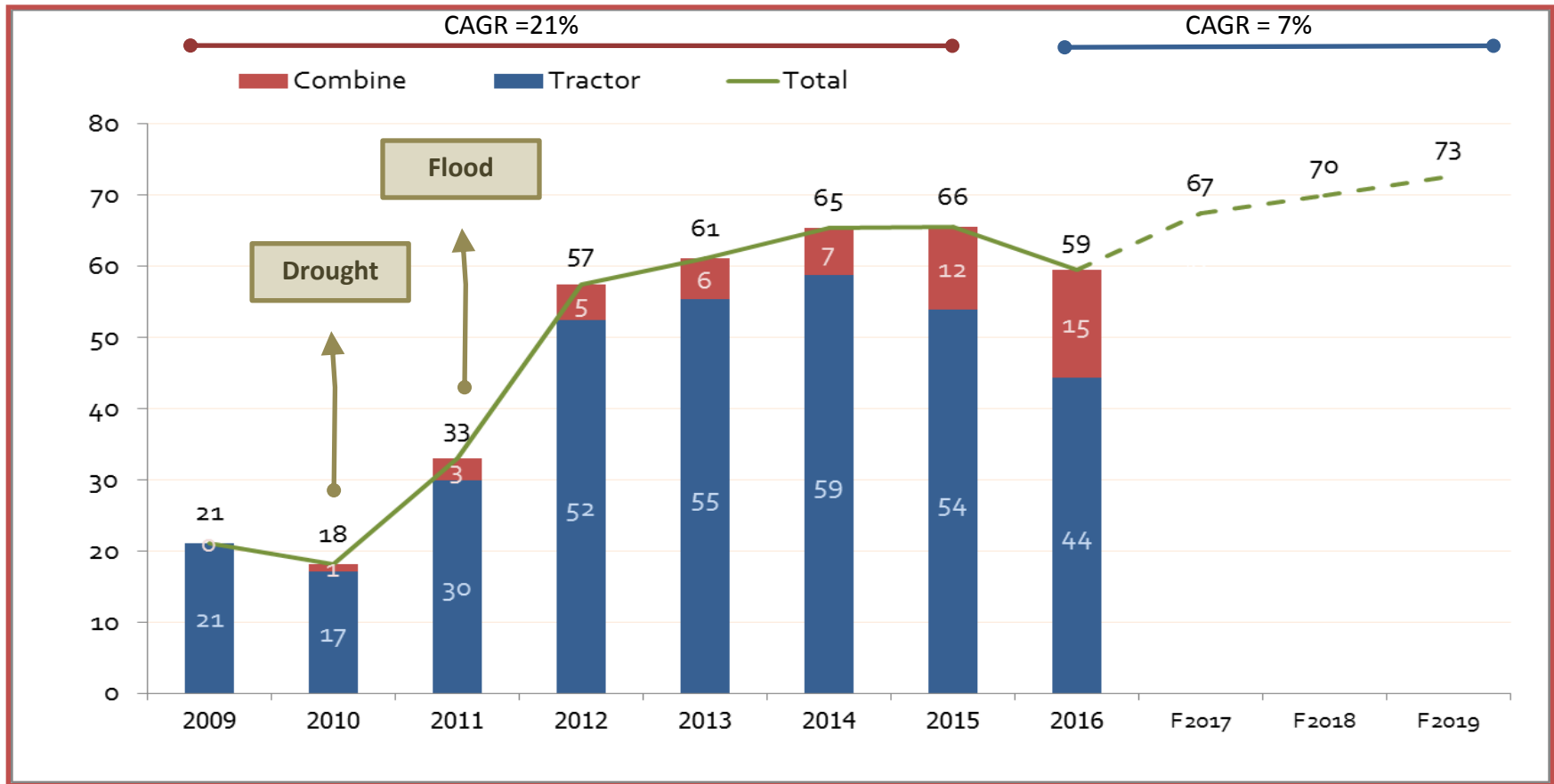


Source : Customer

- QoQ : Increased +19%
- YoY : Increased +44%
- 1H17 : Increased +23%

Tractor Production outlook

Unit: in Thousand



Source : SBG's Forecast



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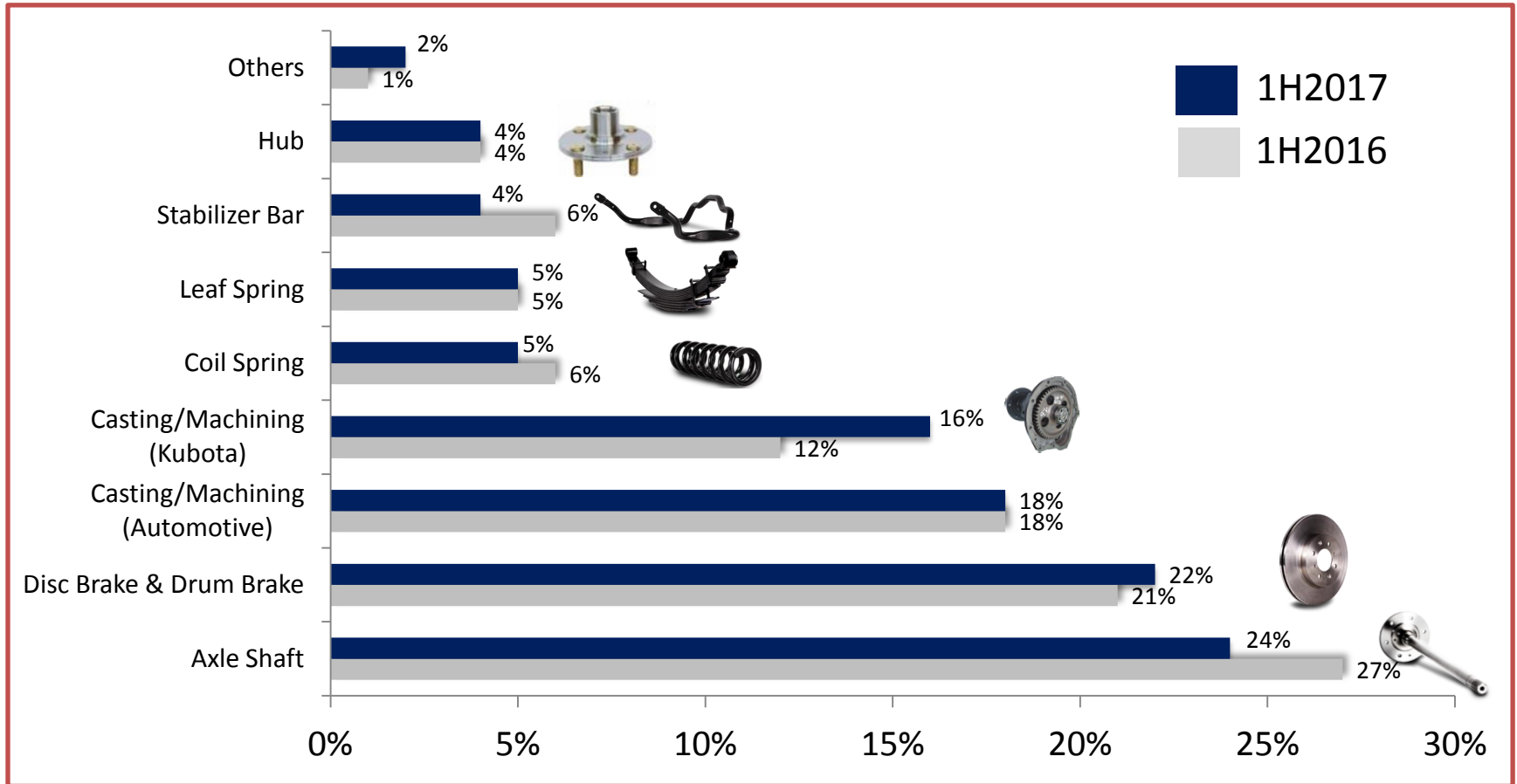
Tractor Industry Overview

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Financial Highlights

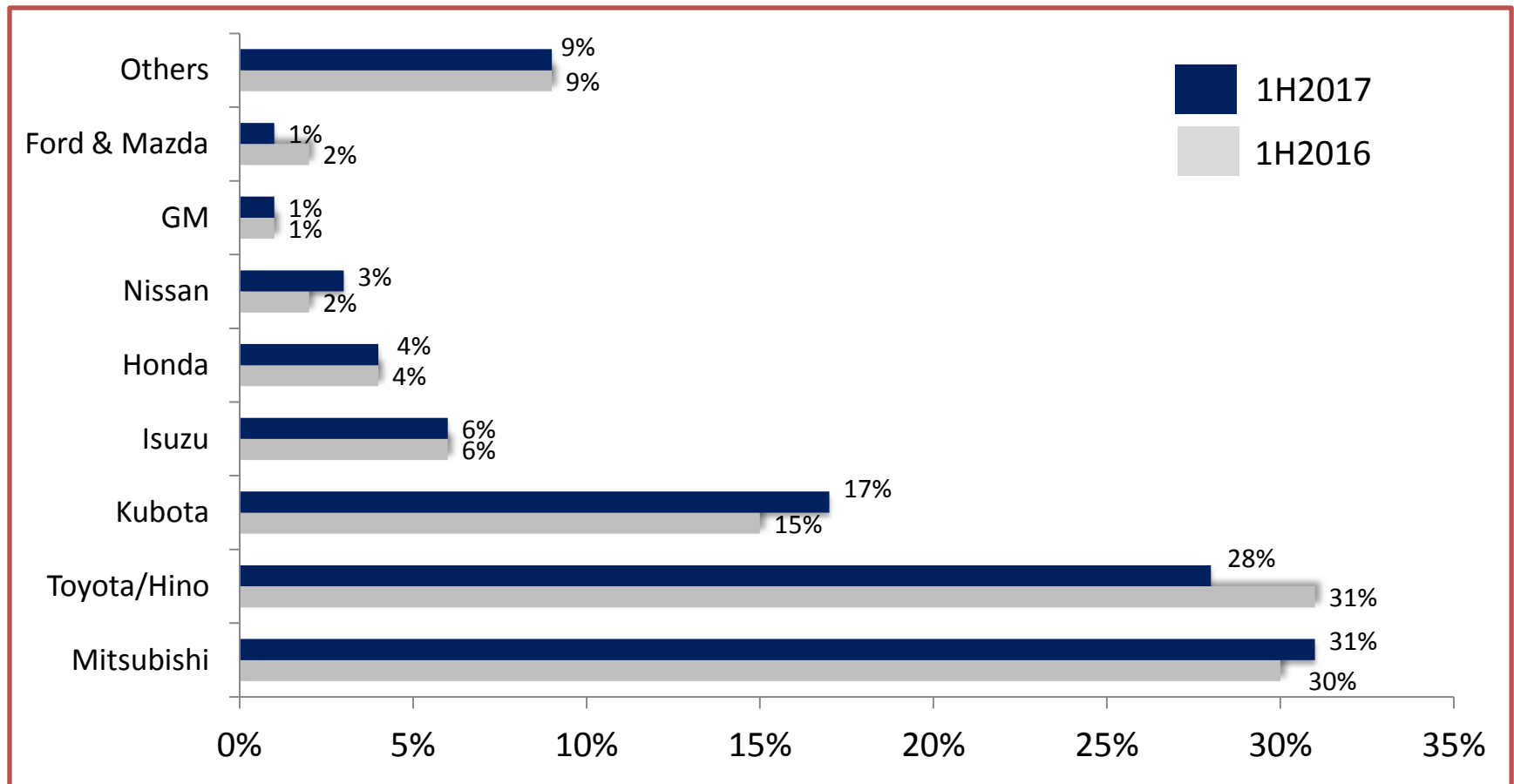
Q&A

Sale by products 1H17 vs 1H16



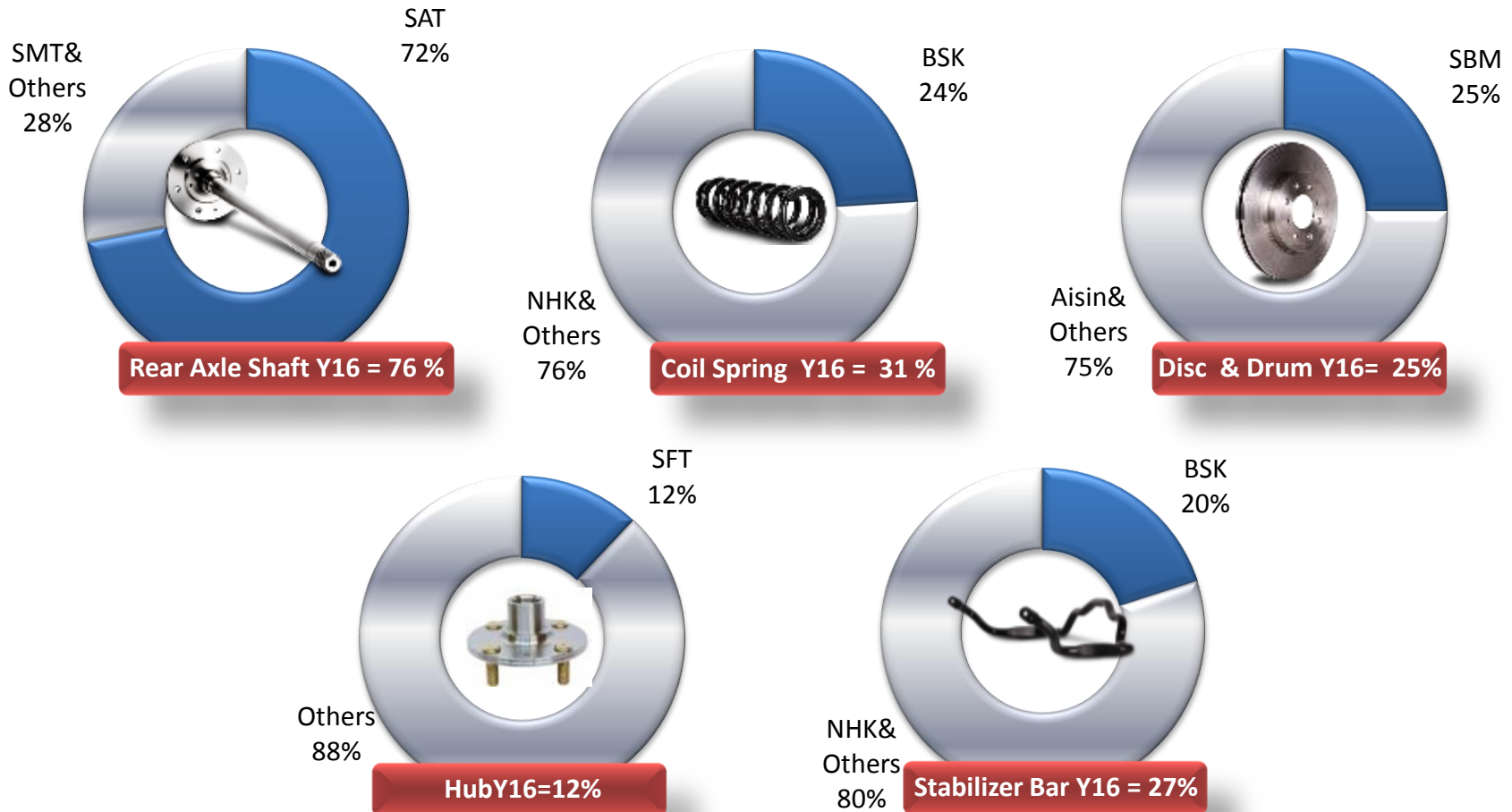
Note : Including Sell&Buy back amount

Sale by Customers 1H17 vs 1H16



Note : Including Sell&Buy back amount

Market Share 1H2017



Note : 1. Axle Shaft's market share does not include axle shaft for big truck
 2. Hub's market share does not include hub for big truck

Capacity & Utilization

| | 2016 | 2Q2016 | | 1Q2017 | | 2Q2017 | |
|----------------------|-----------------|---------------------|-----------------|---------------------|-----------------|---------------------|-----------------|
| Production line | Utilization (%) | Capacity pcs /month | Utilization (%) | Capacity pcs /month | Utilization (%) | Capacity pcs /month | Utilization (%) |
| Axle Shaft | 68% | 300,000 | 70% | 371,000 | 54% | 371,000 | 52% |
| Spring group | | | | | | | |
| - Coil Spring | 31% | 540,000 | 30% | 540,000 | 27% | 540,000 | 26% |
| - Stabilizer Bar | 48% | 160,000 | 49% | 160,000 | 44% | 160,000 | 40% |
| - Leaf Spring (Tons) | 53% | 1,100 | 52% | 1,100 | 57% | 1,100 | 64% |
| Machining (Auto) | 51% | 520,000 | 50% | 520,000 | 55% | 520,000 | 48% |
| Machining (non-Auto) | 74% | 244,000 | 58% | 244,000 | 58% | 244,000 | 63% |
| General Forging | 41% | 280,000 | 37% | 280,000 | 40% | 280,000 | 36% |
| Total (SBG) | 56% | | 54% | | 50% | | 49% |

Capacity is calculated based on 500 hours per month (20 hours x 25 days) except Axle Shaft & General Forging: 550 hours per month



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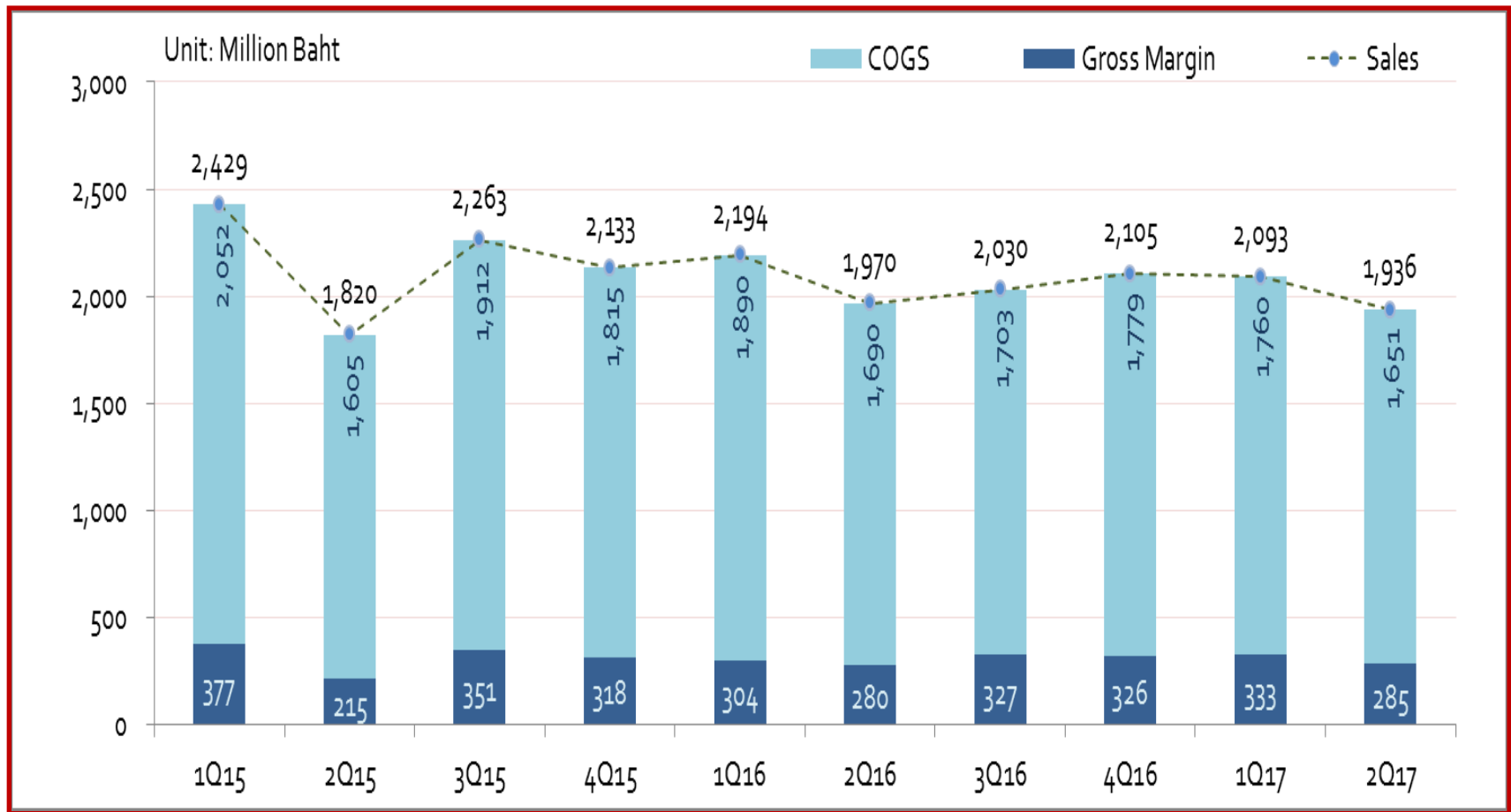
Tractor Industry Overview

Sale Performance

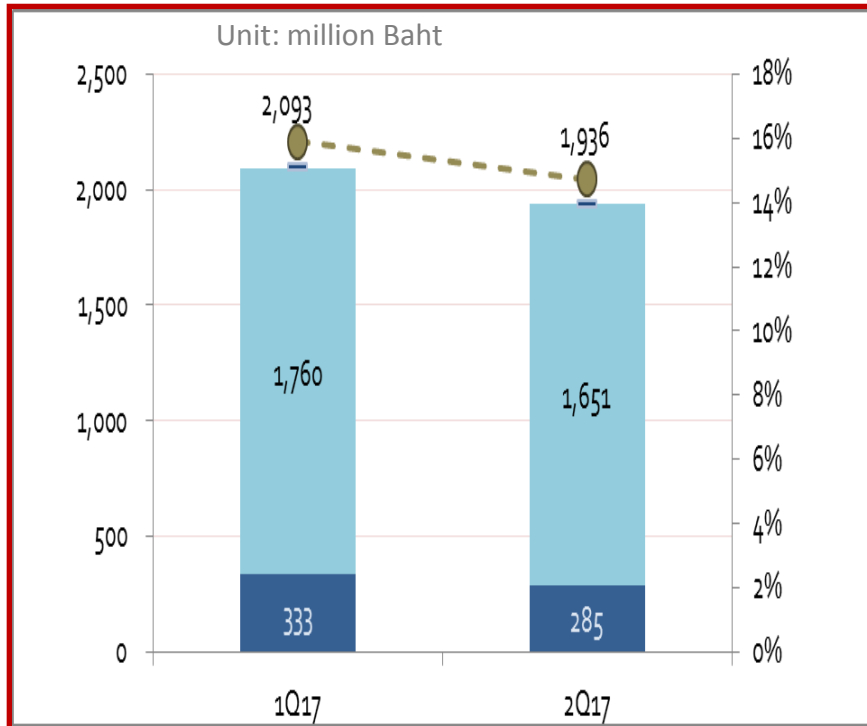
Financial Highlights

Q&A

Sale & Gross Margin



QoQ: 2Q17 vs 1Q17



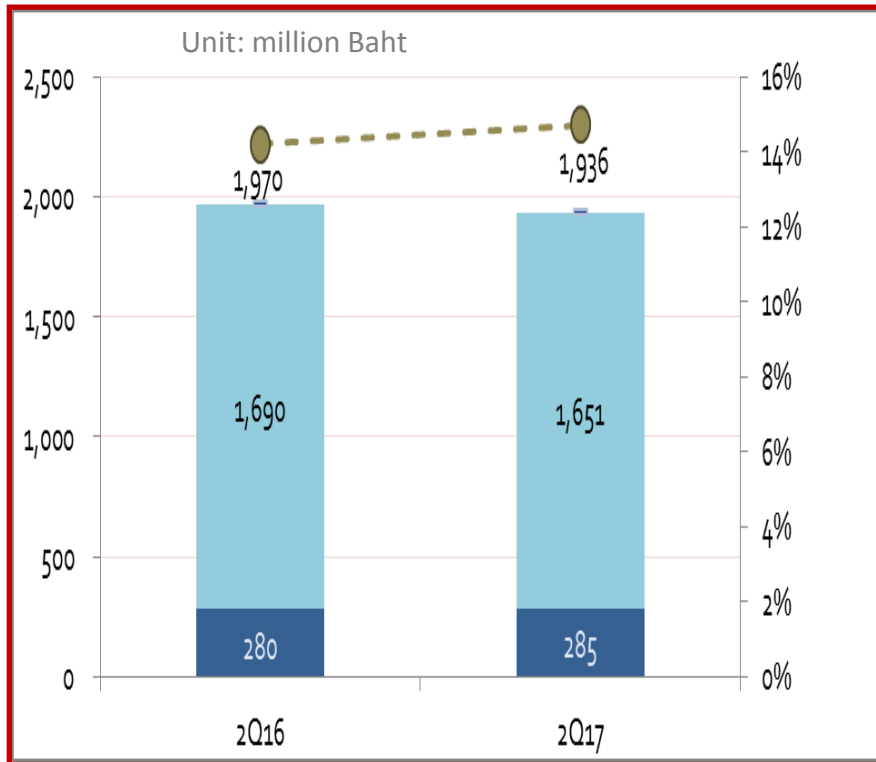
• QoQ Comparison

- Sale ▼ 7.5%
- COGS ▼ 6.2%
- GP (amount) ▼ 14.4%
- %GP ▼ 1.2%

- Sale declined 157 MB or 7.5% due to low production volume in Q2.
- %GP declined 1.2%

COGS Gross Margin Sales %GP

YoY: 2Q17 vs 2Q16



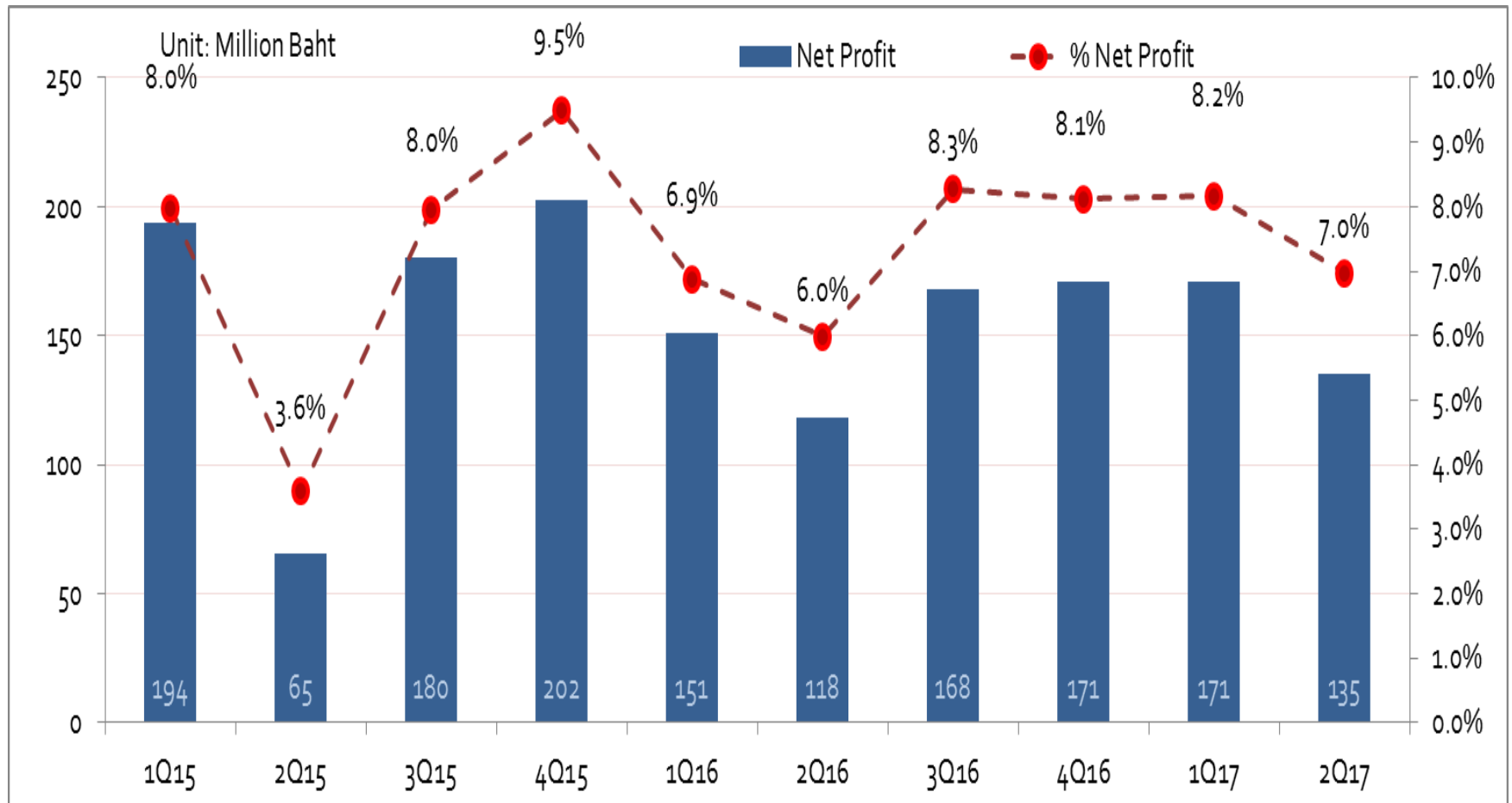
• YoY Comparison

- Sale ▼ 1.7 %
- COGS ▼ 2.3 %
- GP (amount) ▲ 1.8%
- GP (%) ▲ 0.5%

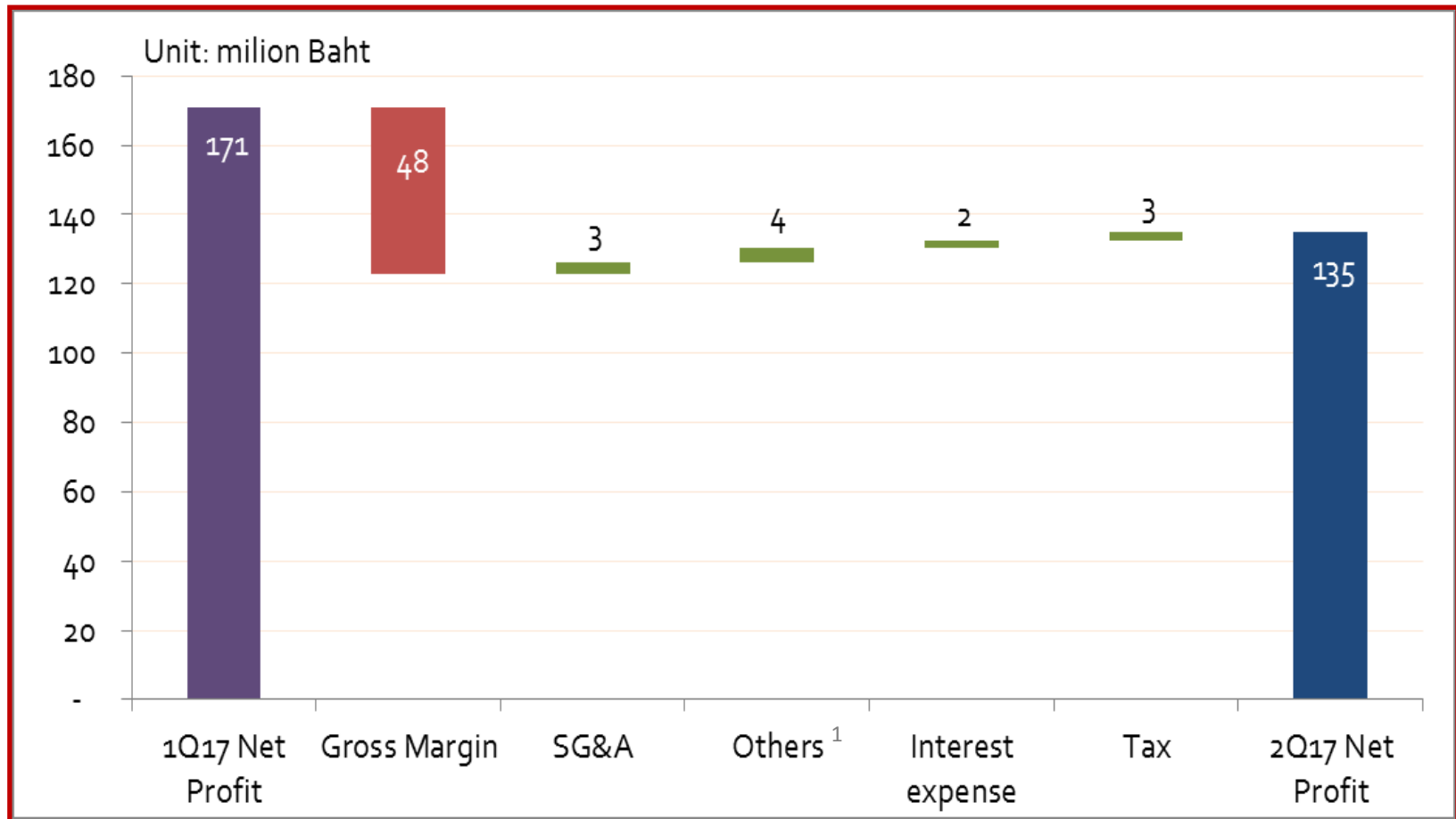
- Sale declined 1.7% while the automotive industry declined 4.3%.
- %GP increased at 0.5% driven by reduction in production cost.

COGS Gross Margin Sales %GP

Net Profit

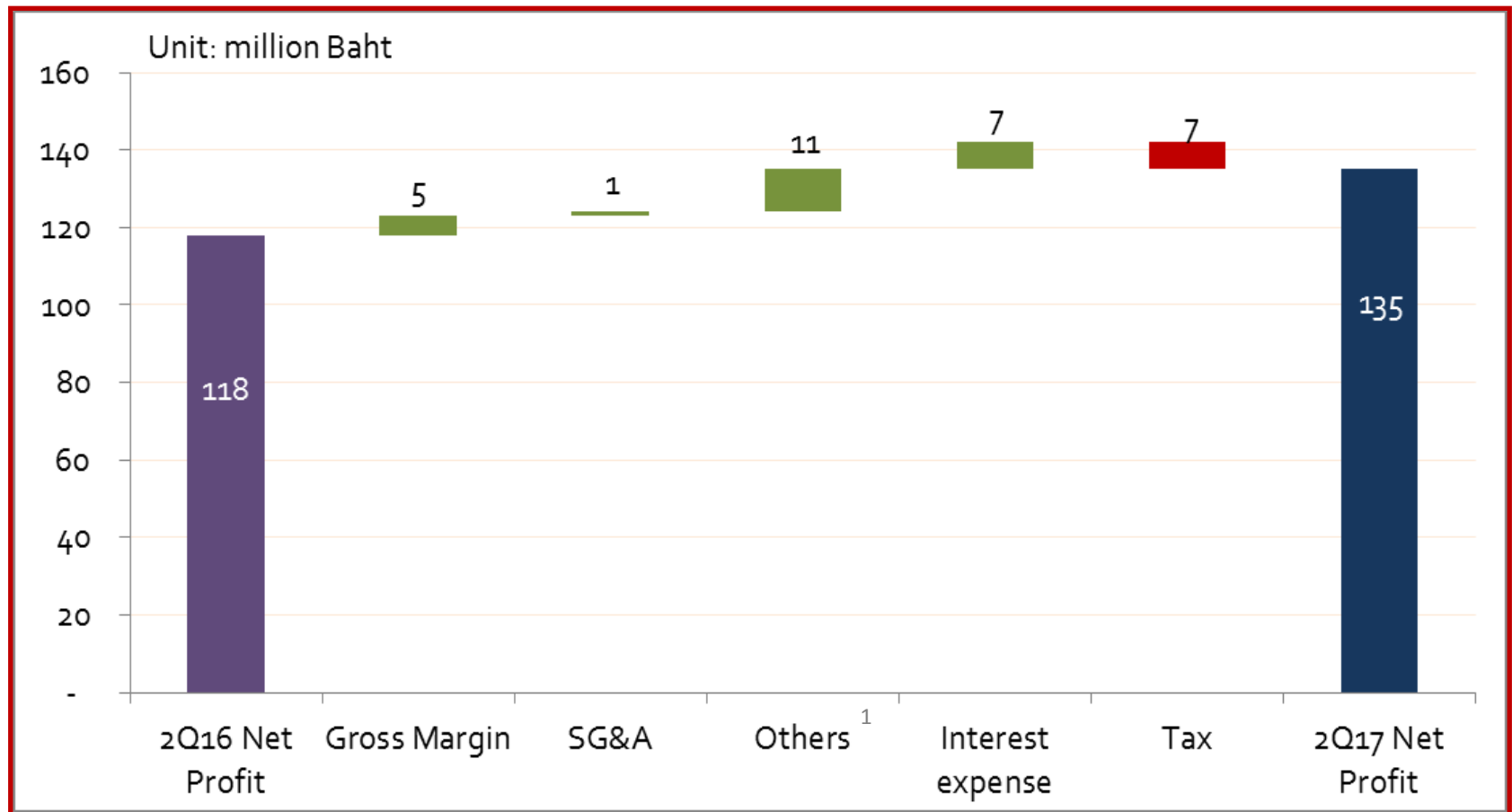


QoQ: 2Q17 vs 1Q17



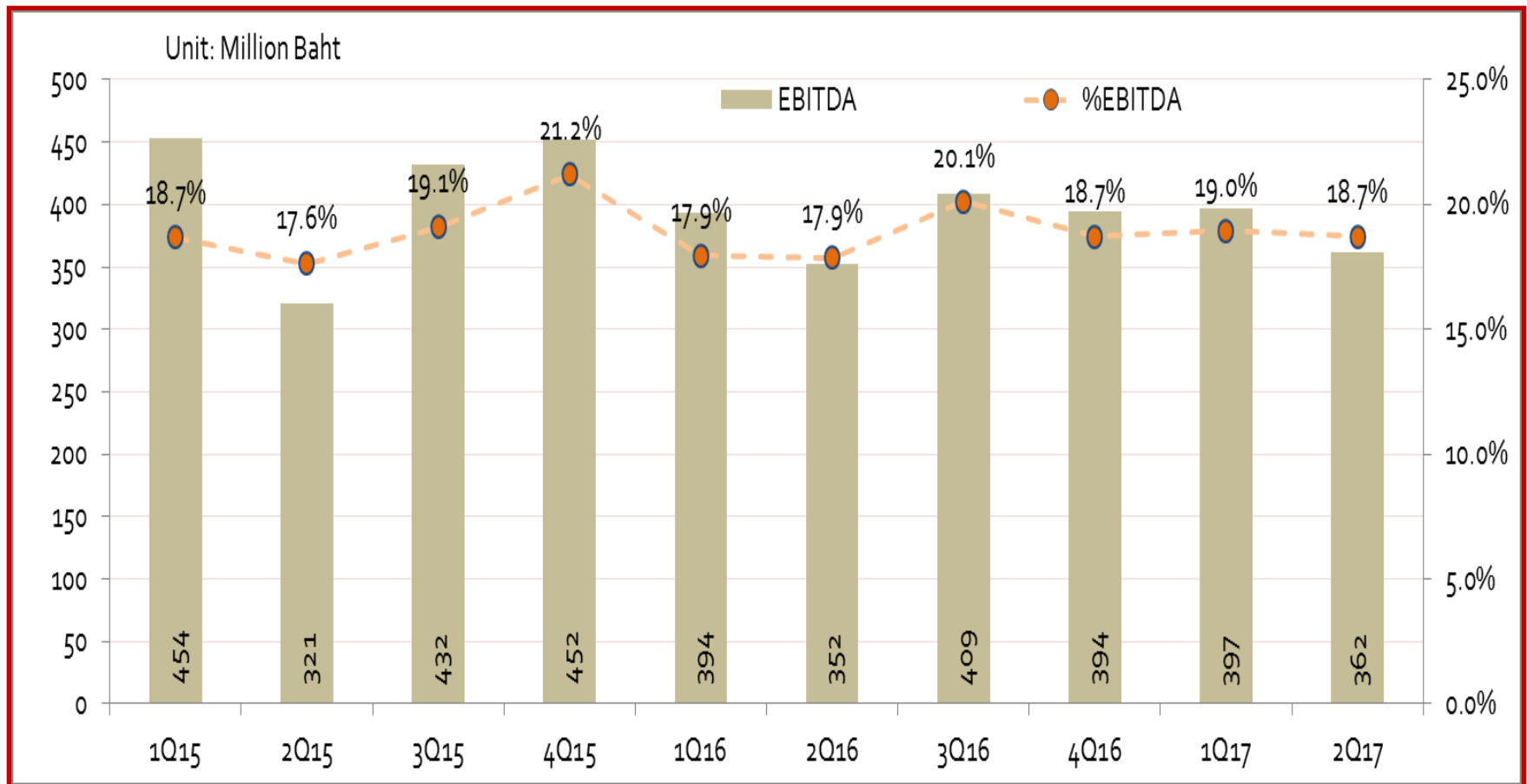
Note: ¹ Others include gain/loss on fx , other incomes, and other expenses

YoY: 2Q17 vs 2Q16



Note: ¹ Others include gain/loss on fx , other incomes, and other expenses

EBITDA



Recent Milestones

- Signed the joint venture agreement with MUBEA ENGINEERING AG.
 - The JV Company will be established to manufacture and sell automotive parts including suspension springs and other parts.
 - BANGKOK SPRING INDUSTRIAL CO., LTD. (BSK), a subsidiary company of SAT, will transfer its production and distribution business to the new joint venture company
- Interim dividends of the 6 months operation of the year 2017 (1 January - 30 June 2017) at the rate of 0.25 Baht per share.
 - The payment was made on September 6 ,2017

Awards



Quality Awards

- ❖ Excellence in Zero defect 2016 from MMTH
- ❖ The winner award for MCC-QCC activity 2016 from Kubota
- ❖ Gold Award for the Best Overall Supplier's Performance -2015 from Hino
- ❖ Bronze Award for the Best of Supplier's Quality Performance -2015 from Hino
- ❖ Award of Regional Contribution 2013-2014 From Toyota

Recognitions & Awards

- ❖ SET Awards 2016 - Outstanding Investor Relations Awards
- ❖ Sustainability Awards 2015-2016
- ❖ Best IR Awards 2015-2016 from IAA
- ❖ Best Investor Relations Awards -2015 from SET
- ❖ SET Awards of Honor with the excellence of outstanding Corporate Governance report for a consecutive period from 2009 to 2014
- ❖ Best Corporate Social Responsibility Awards – 2011-2014



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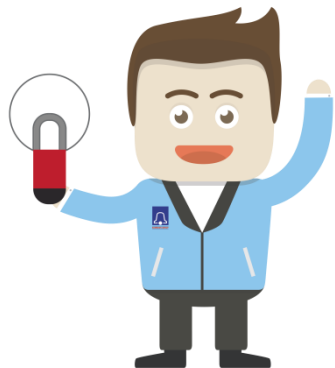
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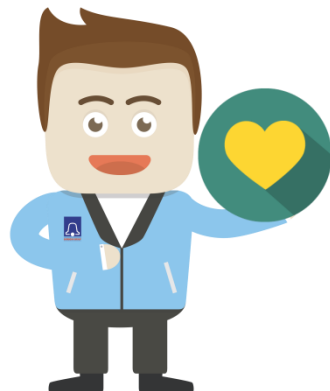
Q&A

Q&A

สร้างสรรค์สิ่งใหม่



ใส่ใจลูกค้า



มีวินัยถ่วงหน้า



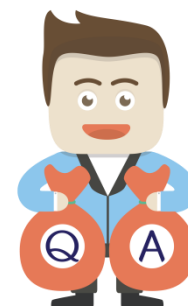
ทำงานรับผิดชอบ



พัฒนาทีม



รอบคอบเรื่องคุณภาพ



THANK YOU

Financial Highlights

| Unit : Million Baht | 1Q15 | 2Q15 | 3Q15 | 4Q15 | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 1Q17 | 2Q17 | QoQ | YoY | Y2015 | Y2016 | YoY |
|------------------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|---------|-------|-------|---------|
| Sales | 2,429 | 1,820 | 2,263 | 2,133 | 2,194 | 1,970 | 2,030 | 2,105 | 2,093 | 1,936 | -7.5% | -1.7% | 8,645 | 8,299 | -4.0% |
| Total Revenue | 2,457 | 1,869 | 2,288 | 2,195 | 2,229 | 1,993 | 2,052 | 2,123 | 2,109 | 1,959 | -7.1% | -1.7% | 8,809 | 8,397 | -4.7% |
| Gross Margin | 377 | 215 | 351 | 318 | 304 | 280 | 327 | 326 | 333 | 285 | -14.4% | 1.8% | 1,261 | 1,237 | -1.9% |
| SG&A | 177 | 169 | 171 | 164 | 178 | 165 | 165 | 162 | 167 | 164 | -1.8% | -0.6% | 681 | 670 | -1.6% |
| FOREX Gain (Loss) | 2 | 1 | 0 | 0 | 6 | -2 | 2 | -2 | 2 | 2 | 20.6% | -193.5% | 3 | 3 | 10.9% |
| Interest Expense | 33 | 31 | 27 | 25 | 24 | 22 | 20 | 17 | 17 | 15 | -11.4% | -31.8% | 116 | 83 | -28.4% |
| Net Profit | 194 | 65 | 180 | 202 | 151 | 118 | 168 | 171 | 171 | 135 | -21.1% | 14.4% | 641 | 608 | -5.2% |
| Net Profit excluding fx | 192 | 64 | 180 | 202 | 145 | 120 | 166 | 173 | 169 | 133 | -21.4% | 10.9% | 638 | 605 | -5.3% |
| EBITDA | 454 | 321 | 432 | 452 | 394 | 352 | 409 | 394 | 397 | 362 | -8.7% | 2.8% | 1,659 | 1,549 | -6.6% |
| Cash Flow from Operating | 412 | 307 | 429 | 404 | 250 | 413 | 364 | 415 | 298 | 421 | 41.3% | 1.9% | 1,552 | 1,442 | -7.1% |
| Depreciation | 215 | 215 | 215 | 214 | 208 | 205 | 206 | 191 | 192 | 198 | 3.1% | -3.4% | 858 | 810 | -5.6% |
| CAPEX | 53 | 80 | 84 | 143 | 286 | 68 | 83 | 71 | 46 | 71 | 54.3% | 4.4% | 360 | 508 | 41.1% |
| Effective Tax Rate | 6% | 13% | 5% | 5% | 7% | 6% | 8% | 8% | 9% | 10% | 0.6% | 3.7% | 6% | 7% | 0.9% |
| Total Assets | 10,230 | 9,627 | 9,786 | 9,634 | 9,733 | 9,348 | 9,275 | 9,421 | 9,439 | 9,217 | -2.4% | -1.4% | 9,634 | 9,421 | -2.2% |
| Interest Bearing Debt | 2,803 | 2,667 | 2,479 | 2,242 | 2,055 | 1,874 | 1,762 | 1,760 | 1,574 | 1,386 | -11.9% | -26.0% | 2,242 | 1,760 | -21.5% |
| Total Liabilities | 4,818 | 4,312 | 4,379 | 4,103 | 4,052 | 3,722 | 3,562 | 3,534 | 3,382 | 3,200 | -5.4% | -14.0% | 4,103 | 3,534 | -13.9% |
| Equity | 5,412 | 5,315 | 5,407 | 5,531 | 5,680 | 5,625 | 5,712 | 5,887 | 6,058 | 6,017 | -0.7% | 7.0% | 5,531 | 5,887 | 6.4% |
| Key Financial Ratios | 1Q15 | 2Q15 | 3Q15 | 4Q15 | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 1Q17 | 2Q17 | QoQ | YoY | Y2015 | Y2016 | YoY |
| %GP | 15.5% | 11.8% | 15.5% | 14.9% | 13.9% | 14.2% | 16.1% | 15.5% | 15.9% | 14.7% | -1.2% | 0.5% | 14.6% | 14.9% | 0.3% |
| %SG&A | 7.3% | 9.3% | 7.6% | 7.7% | 8.1% | 8.4% | 8.1% | 7.7% | 8.0% | 8.5% | 0.5% | 0.1% | 7.9% | 8.1% | 0.2% |
| %NP | 7.9% | 3.5% | 7.9% | 9.2% | 6.8% | 5.9% | 8.2% | 8.1% | 8.1% | 6.9% | -1.2% | 1.0% | 7.3% | 7.2% | 0.0% |
| %NP excluding fx | 7.8% | 3.4% | 7.9% | 9.2% | 6.5% | 6.0% | 8.1% | 8.1% | 8.0% | 6.8% | -1.2% | 0.8% | 7.2% | 7.2% | 0.0% |
| %EBITDA | 18.5% | 17.2% | 18.9% | 20.6% | 17.7% | 17.7% | 19.9% | 18.6% | 18.8% | 18.5% | -0.3% | 0.8% | 18.8% | 18.4% | -0.4% |
| %ROA | 7.6% | 2.7% | 7.3% | 8.3% | 6.1% | 5.0% | 7.1% | 7.2% | 7.1% | 5.8% | -1.3% | 0.8% | 6.7% | 6.5% | -0.2% |
| EBITDA/CAPEX | 8.50 | 4.03 | 5.14 | 3.16 | 1.38 | 5.18 | 4.92 | 5.55 | 8.63 | 5.10 | -352.4% | -7.8% | 4.61 | 3.05 | -155.9% |
| %ROE | 14.8% | 5.1% | 13.8% | 15.1% | 10.9% | 8.6% | 12.1% | 12.0% | 11.7% | 9.3% | -2.4% | 0.6% | 11.6% | 10.3% | -1.3% |
| %ROIC | 11.0% | 4.8% | 10.4% | 11.4% | 8.8% | 7.2% | 9.8% | 9.8% | 9.8% | 8.1% | -1.7% | 0.8% | 7.9% | 7.3% | -0.6% |
| Interest bearing Debt/Equity | 0.52 | 0.50 | 0.46 | 0.41 | 0.36 | 0.33 | 0.31 | 0.30 | 0.26 | 0.23 | -2.9% | -10.3% | 0.41 | 0.30 | -10.6% |
| D/E | 0.89 | 0.81 | 0.81 | 0.74 | 0.71 | 0.66 | 0.62 | 0.60 | 0.56 | 0.53 | -2.6% | -13.0% | 0.74 | 0.60 | -14.1% |
| EPS (Baht) | 0.46 | 0.15 | 0.42 | 0.48 | 0.36 | 0.28 | 0.40 | 0.40 | 0.40 | 0.32 | -21.1% | 14.4% | 1.51 | 1.43 | -5.2% |
| BVPS (Baht) | 12.73 | 12.51 | 12.72 | 13.01 | 13.36 | 13.24 | 13.44 | 13.85 | 14.25 | 14.16 | -0.7% | 7.0% | 13.01 | 13.85 | 6.4% |